



## Recommendation for Action

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**File #:** 21-3136, **Agenda Item #:** 29.

10/14/2021

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### **Posting Language**

Authorize negotiation and execution of a cooperative contract with Tom Loftus Inc. d/b/a Austin Turf & Tractor for the lease of golf course maintenance equipment, for a term of four years for a total contract amount not to exceed \$1,600,000.

(Note: This procurement was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program. For the goods required for this procurement, there were no subcontracting opportunities; therefore, no subcontracting goals were established.)

### **Lead Department**

Purchasing Office.

### **Client Department(s)**

Parks and Recreation Department.

### **Fiscal Note**

Funding is available in the Fiscal Year 2021-2022 Golf Enterprise Fund of the Parks and Recreation Department.

### **Purchasing Language:**

Multiple cooperative purchase programs were reviewed for these goods. The Purchasing Office has determined this contractor best meets the needs of the department to provide the goods required at the best value for the City.

### **For More Information:**

Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or [AgendaOffice@austintexas.gov](mailto:AgendaOffice@austintexas.gov) <<mailto:AgendaOffice@austintexas.gov>> or to Erin D'Vincent, at 512-974-3070 or [Erin.DVincent@austintexas.gov](mailto:Erin.DVincent@austintexas.gov) <<mailto:Erin.DVincent@austintexas.gov>>.

### **Additional Backup Information:**

The contract is for the lease of golf course maintenance equipment, including approximately 23 mowers with varying capabilities, two tractors, maintenance transport carts, and all attachments for the various agronomical practices performed on the six City golf courses. The Parks and Recreation Department's Golf Division maintains over 1,000 acres of grounds with varying sizes of acreage at each course. The mowing equipment utilized is specific to golf course maintenance and, in most cases, is not common to other park mowing equipment. The Golf Division maintains the course grounds year-round and will utilize certain equipment (e.g.,

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greens mowers) daily. The Golf Division will continue to maintain all existing equipment in-house and perform preventative maintenance on the new leased equipment; however, the new leased equipment will also include a four-year warranty, reducing the overall maintenance repair budget.

The City purchased several pieces of mowing equipment in 2013 and some additional mowing units in 2017. The ability to replace mowers will improve the speed of mowing and the overall quality of cut, which will enhance playing conditions. Some existing mowing equipment will be utilized at Hancock and Lions due to the unknown long-term future of those sites. The Golf Division will also utilize some existing equipment as trade-in to lower the overall lease price.

The City generates approximately \$8.7 million dollars annually through golf fees at the golf courses. This year, the City has increased fees as approved by Council to generate additional revenue for the Golf Enterprise Fund to cover the cost of the maintenance equipment lease. The City's estimated annual lease payment for this contract is \$400,000. A delay in approving the contract will result in staff utilizing unreliable or unsafe mowing equipment and other maintenance implements necessary for preparing the courses for patron play on a day-to-day basis. Continuing to utilize the unreliable equipment will result in deteriorating playing conditions and will have an adverse impact to the Golf Enterprise Fund revenue generation.

The Local Government Purchasing Cooperative, administered by Texas Association of School Boards, Inc. (BuyBoard) cooperative establishes competitively bid contracts that can be utilized by the State and other government agencies through a cooperative agreement. Cooperative agreements save taxpayer dollars by leveraging the State's volume-buying power to drive down costs on hundreds of contracts through a streamlined cooperative purchasing program.

**Strategic Outcome(s):**

Government that Works for All.